

# Farm Management and Agricultural Enterprise Analysis

Farm Management and Agricultural Enterprise Analysis

## V(A). Planned Program (Summary)

### 1. Name of the Planned Program

Farm Management and Agricultural Enterprise Analysis

## V(B). Program Knowledge Area(s)

### 1. Program Knowledge Areas and Percentage

KA Code	Knowledge Area	%1862 Extension	%1890 Extension	%1862 Research	%1890 Research
601	Economics of Agricultural Production and Farm Management	45%	0%		
602	Business Management, Finance, and Taxation	35%	0%		
605	Natural Resource and Environmental Economics	10%	0%		
801	Individual and Family Resource Management	10%	0%		
	<b>Total</b>	<b>100%</b>	<b>0%</b>		

## V(C). Planned Program (Inputs)

### 1. Actual amount of professional FTE/SYs expended this Program

Year: 2008	Extension		Research	
	1862	1890	1862	1890
<b>Plan</b>				
<b>Actual</b>	8.2	0.0	0.0	0.0

### 2. Actual dollars expended in this Program (includes Carryover Funds from previous years)

Extension		Research	
<b>Smith-Lever 3b &amp; 3c</b> 147357	<b>1890 Extension</b> 0	<b>Hatch</b> 0	<b>Evans-Allen</b> 0
<b>1862 Matching</b> 179608	<b>1890 Matching</b> 0	<b>1862 Matching</b> 0	<b>1890 Matching</b> 0
<b>1862 All Other</b> 973904	<b>1890 All Other</b> 0	<b>1862 All Other</b> 0	<b>1890 All Other</b> 0

**V(D). Planned Program (Activity)****1. Brief description of the Activity**

This program is an educational-service activity aimed to assist farmers in Alabama's 67 counties plus six Florida counties with improved record keeping, decision-making, and resource management to enhance profitability and survivability of farm operations and viability of the farm and agribusiness sectors. Activities in 2008 involved 7,009 face-to-face contacts, 6,284 non-face-to-face contacts (largely phone and email) plus immeasurable contacts through print and radio/T.V. media. The six economists who are employed by the Alabama Cooperative System and member associations directly served about 275 farm families through four Farm Analysis Associations which are member controlled. Association membership is open to any farm family who pays fees and complies with defined policies and procedures. Association participants used various legal business forms to conduct farm business in 2008: 125 sole proprietorships, 9 LLC's, 39 S-Corps, 31 partnerships, 3 C-Corps, and 2 non-profits. In addition to collection, assembly, and analysis of participating farm business records and dissemination of related financial, tax, and management education and guidance, economists addressed a wide array of topics for non-members. Non-members included county and regional extension agents, lenders, accountants, farmer and governmental organizations, commodity groups, attorneys, specialists, and other farmers. Topics addressed related to: feasibility/profitability analyses of enterprise alternatives, crop mixes, and capital outlays; tax management; farm accounting and use of accounting software; retirement and estate planning; business organization alternatives; proper accounting/financial software; computer selection; etc.

**2. Brief description of the target audience**

Target audiences included:

- the 275 or so Farm Analysis Association members who provide the data base for analysis,
- other farmers who are interested in farm management related issues, and
- various organizations and groups who serve the needs of farmers, whether as tax professionals, accountants, governmental agencies, lenders, researchers, teachers, extension specialist, or leaders of agricultural commodity organizations.

**V(E). Planned Program (Outputs)****1. Standard output measures****Target for the number of persons (contacts) reached through direct and indirect contact methods**

	<b>Direct Contacts Adults</b>	<b>Indirect Contacts Adults</b>	<b>Direct Contacts Youth</b>	<b>Indirect Contacts Youth</b>
<b>Year</b>	<b>Target</b>	<b>Target</b>	<b>Target</b>	<b>Target</b>
<b>Plan</b>	{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}	{NO DATA ENTERED}
2008	7009	6284	50	100

**2. Number of Patent Applications Submitted (Standard Research Output)****Patent Applications Submitted**

**Year      Target**

**Plan:**

2008:    0

**Patents listed****3. Publications (Standard General Output Measure)****Number of Peer Reviewed Publications**

	<b>Extension</b>	<b>Research</b>	<b>Total</b>
<b>Plan</b>			
2008	0	0	0

**V(F). State Defined Outputs**

**Output Target**

**Output #1**

**Output Measure**

Direct advisement and counselling of roughly 275 association members

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2008	{No Data Entered}	275

**Output #2**

**Output Measure**

Advise and counsel other, non-member, clientele.

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2008	{No Data Entered}	600

**Output #3**

**Output Measure**

Participate in tax and commodity meetings.

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2008	{No Data Entered}	90

**Output #4**

**Output Measure**

Indirect contacts with clientele through publications, meetings, web page.

<b>Year</b>	<b>Target</b>	<b>Actual</b>
2008	{No Data Entered}	6284

**V(G). State Defined Outcomes**

O No.	Outcome Name
1	Contacts will better understand the farm decision environment.
2	Direct and indirect contacts will make better, more informed, decisions.

**Outcome #1**

**1. Outcome Measures**

*Not reporting on this Outcome for this Annual Report*

**2. Associated Institution Types**

**3a. Outcome Type:**

**3b. Quantitative Outcome**

Year	Quantitative Target	Actual
------	---------------------	--------

**3c. Qualitative Outcome or Impact Statement**

**Issue (Who cares and Why)**

**What has been done**

**Results**

**4. Associated Knowledge Areas**

KA Code	Knowledge Area
---------	----------------

**V(H). Planned Program (External Factors)**

**External factors which affected outcomes**

Natural Disasters (drought,weather extremes,etc.)

Economy

Public Policy changes

Government Regulations

Competing Public priorities

Competing Programmatic Challenges

**Brief Explanation**

Production of major crops in the State was variable by location.While some areas experienced excellent weather and t best yields in several years, other areas faced drought and low yields.Commodity prices were favorable at points in the year and low at other times.Farmers who locked in favorable prices and effectively marketed their products did fairly well. Both crop and livestock farmers faced high prices for inputs, especially for feed, fertilizer, and fuel.

**V(I). Planned Program (Evaluation Studies and Data Collection)**

**1. Evaluation Studies Planned**

During (during program)

Other (Participating farmers)

## Evaluation Results

A survey of Farm Analysis members provided the following results:

- Average approval score for the 6 economists (0-100, with 100 being best)=96;
- Recommend farm analysis to other farmers, 100% yes; and
- When asked to evaluate (with 1=not important and 5=extremely important) the importance of the Farm Analysis

Association and Economist to themselves, Cooperators noted the following items as most important:

- improving my income tax management skills, 4.5;
- improving the overall success of my business, 4.4;
- improving my understanding of the factors that affect the profitability of my operation, 4.3;
- improving my record keeping skills, 4.3;
- improving my ability to evaluate farm business performance, 4.3; and
- improving my financial analysis skills, 4.3.

## Key Items of Evaluation

- Role of Association members in providing on-farm data base.
- Role of economists in developing useful financial information for decision making.
- Association member support for economists and their activities.